

West Coast of South America Discussion Agreement FMC Agreement No. 203-011426-054 (3rd Edition) First Revised Page No. 1

ARTICLE 1: FULL NAME OF THE AGREEMENT

This Agreement shall be known as the West Coast of South America Discussion Agreement, hereinafter called "the Agreement."

ARTICLE 2: PURPOSE OF THE AGREEMENT

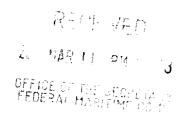
The purpose of this Agreement shall be to promote rate stability, reduce destructive competition, and facilitate efficiencies and cooperation in providing services in the trade.

ARTICLE 3: PARTIES TO THE AGREEMENT

The parties to this Agreement are set forth in Appendix A hereto and are hereinafter individually referred to as a "Member" and collectively as "Members".

ARTICLE 4: GEOGRAPHIC SCOPE OF THE AGREEMENT

The geographic scope of the Agreement shall extend, via direct service or transshipment, between Ports in the continental United States (including ports in Puerto Rico and the U.S. Virgin Islands) and inland or coastal points in the continental United States served via such ports on the one hand and, on the other hand ports in Ecuador, Peru, Chile, and Colombia; inland and coastal points in Ecuador, Colombia, Peru and Chile served via such ports; in-transit cargo to/from Bolivia via ports in Peru and Chile; and in-transit cargo to/from Argentina via ports in Chile (the "Trade").



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Appendix A – Fifth Revised Page No. A-1

Members of the West Coast of South America Agreement:

Compania Chilena De Navegacion Interoceania, S.A. Plaza de la Justicia Nr. 59 Valparaiso, Chile

Compania Sud Americana De Vapores, S.A.* P.O. Box 49-V Valparaiso, Chile

Hamburg-Südamerikanische Dampfschifffahrtsgesellschaft KG* Ost-West-Strasse 59 Hamburg, Germany

Seaboard Marine Ltd.*
1300 N.W. 78th Avenue
Miami, FL

Trinity Shipping Line, S.A. 8347 N.W. 68th Street Miami, FL 33166

Mediterranean Shipping Company, SA* 40 Avenue Eugene Pittard 1206 Geneva, Switzerland

^{*} As of the effective date of Amendment No. 53, the membership of these carriers shall not extend to Peru, and these carriers will not participate in any discussions relating to the trades between the U.S. and Peru.